

THE MANUAL OF AUTHENTIC ENGRAVING

Book I

The Engravers Tools

Steve Olin, Trainer for the Academy
of Authentic Artistic Engraving

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This manual integrates the Engraving of Guns And Firearms with the art of instruction, and blends the two. Within these works, the author hopes everyone to achieve a

Many potential students face the impossible task of learning to use a hammer and chisel. This is true in our era in America, where the custom engraving industry has been replaced by a handheld machine-assisted

Rest assured that respect for authenticity. Without it, the value diminishes his income. The focus is about acquiring the skills to enter the art world. With the help of a learn coordination with a mentor because authenticity is

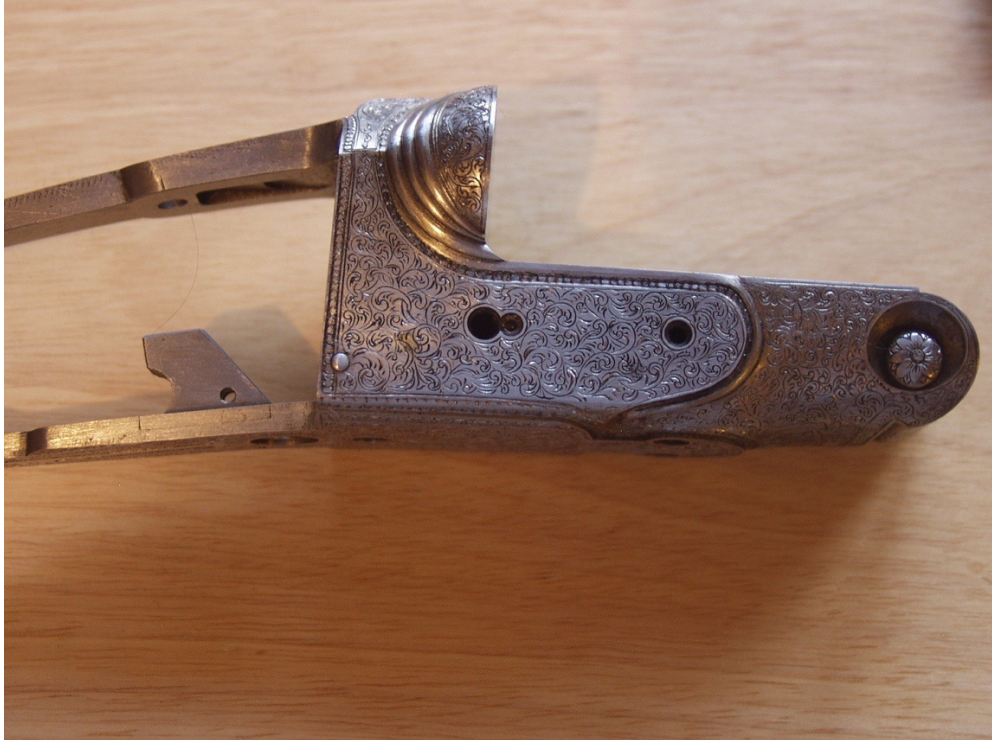
One need not be one of the great artists to become a good engraver. The goal is to master the art here. The secret is the love of the arts in general, and the love of the arts in general before us.

This manual integrates with the multi-volume work, Authentic Engraving of Guns And Other Collectibles, the associated videos of instruction, and blog. Although a good foundation is found within these works, there is also more information here for everyone to achieve an advanced professional level.

Many potential students of engraving fear the seemingly impossible task of learning the hand and eye coordination for the hammer and chisel. The following is the biggest fallacy of the arts in our era in America, "A frustrated engraver can buy himself into the custom engraving business by purchasing an expensive handheld machine assist device."

Rest assured that respect and value in the world of art are all about authenticity. Without the hammer and chisel, an engraver diminishes his income possibilities. The Authentic Engraving series is about acquiring the necessary skill sets to become respected in the art world. With the right tools, ambition, and training, you will learn coordination with your traditional hammer and chisel because authenticity in the arts means credibility and income.

One need not be one of those lucky individuals who are natural artists to become a good engraver. An artistic ability can be mastered here. The secret to mastering authentic engraving is a love of the arts in general and respect for the engravers who came before us.



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Authenticity

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The only work experience of engravers that I know intimately about is my own. Therefore most of the information here describes my work experiences. An independent engraver must be his own bookkeeper, attorney, and floor sweep. My hope is that sharing my experiences will assist others in their work.

Authenticity vs. The Handheld Mechanical Assist Device

When your author became a fulltime professional engraver over 25 years ago, the thought of a mechanical assist pneumatic handheld device for custom engraving was ridiculous to many. Today some engravers who use these devices do engrave custom work and are very protective of their methods. There is a place for these modern devices and capable artists who choose to use them.

The pneumatic handheld devices are lovely for production work. Many years ago your author, along with many others, was tempted by a starting salary of over \$80,000 a year by the venerable Tiffanys jeweler in New York City. They were employing a team of production engravers who use mechanical assist handheld devices. The offer was given based on my website.



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The next step was an unenviable 500-mile drive to New York City. I squashed the opportunity. I assumed that I would end up as only another mechanical assist engraver caught up in the drudgery engraving the same item over and over again. The oppressive additional income tax in New York City was another disincentive.

Too bad for me that offer was not from the Colt firearms company in Connecticut. If necessary, I would have crawled to Connecticut to show up in the personnel office on bended knee. Once a Colt engraver, always a Colt engraver. The provenance of Colt never leaves you.

There are advantages of working outside of a factory. All the money is your money. All the mistakes are yours. You engrave what you want, live where you want, learn what you want, work all you want.

I am lucky in that my wife of 47 years allows gives me a free hand in my career decisions. We are a team and are each others advisor. As parents with teenage children at home, we understood that at least one parent engraving 12 to 18 hours a day in the back half of a large home was advantageous. If you don't believe those hours, ask her about her obsessive compulsive husband of 46 years.



A few years later I viewed a clip of an engraver using a hammer and chisel. The engraver was a contractor for Tiffanys, engraving a Colt revolver. He used the traditional tools of an authentic engraver. The clip drove home to me that authentic methods are the best way for custom work just because it is authentic and has provenance.

Still later, studying engraving at Montgomery Community College in Troy North Carolina, Lynton McKenzie confirmed the fact that my engraving teacher Bob Maki in Chicago taught me years earlier, that authentic methods of the hammer and chisel and push burin were the best way to achieve authentic custom and accurate restoration engravings and is more respected by the public.

The concept of "authenticity" continued to be re-affirmed later in my full-time professional career. While working under contract for an Italian gun dealer, he examined a part he ordered engraved to match the original replacement part. The American mechanical assist engraver failed miserably in his task.

The dealer from Italy thought that it was etching, not engraving. It had not nearly enough depth! I was glad to get several years worth of well-paid work for my authentic

hammer and chisel and push burin.

My authentic engraving methods. Some use mechanical tools to provide a certificate of authenticity.

In later years I saw mechanical engraving in factories. Once working at an engraving shop.

This hardwork factory engraving meeting the professional middle management. The mechanical engraver as a competent worker.

Unfortunately, requirements were not even the mechanical engraving as better.

engraver using a	hammer and chisel engraving with shading using the hand
a contractor for	burin.
used the traditional	My authentic engraving is the same as the European
drove home to me	methods. Some Europeans boldly criticize Americans who
for custom work	use mechanical assist devices. Some European engravers
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omery Community	accompanies the finished collectible.
McKenzie confirmed	
Maki in Chicago	In later years I forgot about the pneumatic handheld
methods of the	mechanical assist engravings. I assumed that they are only
the best way to	in factories. One engraver I know of was the only engraver
restoration	working at an American factory.
e public.	
l to be re-affirmed	This hardworking mechanical assist engraver produced
r. While working	factory engraving patterns under the responsibility of
, he examined a	meeting the production requirement determined by a
original	middle manager, who May know little about engraving.
anical assist	The mechanical assist engraver was a credit to the factory
	as a competent artist.
is etching, not	Unfortunately, the engraver quit when the production
pth! I was glad to	requirements were increased beyond the capabilities of
ork for my authentic	even the mechanical assist engraver. What a nasty fate! This
	mechanical assist engraver should have been treated
	better.



I personally respect all mechanical assist engravers. Many The Remington are better artists than your author. Authenticity is the issue. German compa better. In today's world, I am from a very happy and grateful place.

The above engraving was created over two days. I was already familiar with the German Style scroll I used. My potter's wheel vise and speed was an advantage.



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assist engravers. Many
authenticity is the issue.
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advantage.

The Remington 3200 patent I believe was bought by a
German company. The quality of the German steel is
better. In todays currency (2019) the amount I received
from a very happy customer was about \$600.00. I too was
happy and grateful with two children in college.

Mechanical assist engraving is very valuable when it is "factory authorized" engraving. Factory engraving means that the engraving has a historical record at the factory. As I look at opinions in the world of art, I have found cold hard evidence from scholars, gallery owners, and auction houses. These experts agree that authenticity is a primary factor in determining value. Authenticity is achieved with the hammer and chisel for the contract engraver.

Some factors make mechanical assist engravers very important. Examples are Ben Shostle's engravings.. The deep engraving of this famed engraver is "eye candy." Ben Shostle later engravings proves that mechanical assisted art by a celebrated engraver is desirable, and has good value at the auction houses.

Engravers should be forever students, and new engravers should understand that skill with the hammer and chisel can be easily acquired with a little perseverance. This is sweat equity. Sweat equity does not involve a bank loan hanging over the engraver's head by a thin hair, like the sword of Damocles.

There are too many mediocre engravers in our beautiful and productive country of skilled, tough workers. They often seem to read and study little and diminish the hourly

rate of the author. I read this far and authenticity in enhanced imm

Your goals are are. If you have an artist working succeed. Take and eye coordinate your goals step

Pack on skill set engraver learn overlay and data acceptable to r visualize about succeeding, you professional en

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Your goals are your motivation. You know what your goals
are. If you have a burning desire to be an independent
artist working at home and making a living, you will likely
succeed. Take this manual after you "download" the hand
and eye coordination with a hammer and chisel and chase
your goals step by step.

Pack on skill sets like a weight lifter packs on muscle. The
engraver learns different engraving styles, gold inlay,
overlay and damascene. Develop a style of your own that is
acceptable to most cultures, eras, and civilizations. As you
visualize about a new skill set and picture yourself
succeeding, you are on your way to becoming a
professional engraver.

OVERVIEW

There are almost as many types of engravers work as the adjustable heavy duty pounds. It is topped with this vise that you will

The vise that I call “n this setup a potters wheel to compete with me but up on a youtube video

There are several grades needs and budget. The

Superb quality high speed machinists’ tool steel engravers is limited. Excessive wasted sharpening will

Hammer heads can be bought. Hammer handles made from treated

Liners are specialized

OVERVIEW

There are almost as many different vise set ups to hold the engravers work as there are engravers. My shop houses a height adjustable heavy duty pipe stand with a base that weighs over 200 pounds. It is topped with a Wilton vise. There are many ways I use this vise that you will see later in this chapter.

The vise that I call “my secrete weapon” is a rotary vise. Some call this setup a potters wheel vise. Other engravers find it very difficult to compete with me because I use this vise. I demonstrate this set up on a youtube video that I named “Engraving With Your Feet”.

There are several graver sharpening systems depending on your needs and budget. This writing will describe some of them.

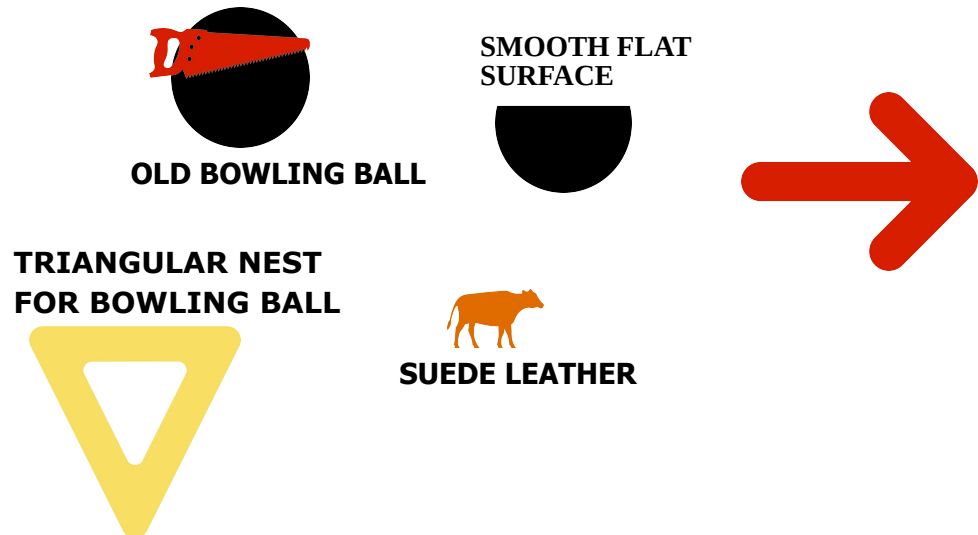
Superb quality high speed American made steel and modern machinists’ tool steel are best choice as time spent sharpening gravers is limited. Expensive tool steel holds its edge. Time is not wasted sharpening when you should be engraving.

Hammer heads can be made from large hardened bolts or they can be bought. Hammer handles are better hand made and handles made from tree branches last for many years.

Liners are specialized tools that make shading scrolls faster.

The Frugal Engraver's Vise.

Unnecessary overhead will kill your engraving business. If engraving is a mere hobby then spend the big bucks. If engraving is a profession know that unnecessary overhead smothered the profession. Engraving is a serious business and profit is necessary for the profession to survive. ALLOW PROFITS TO UPGRADE YOUR TOOLS.



Material List:

old bowling ball cut in half on a band saw
 drill press vise
 three short pieces of spruce 2"x4" lumber
 4 lag bolts to secure vise onto wall
 last a very long time flat surface of bowling ball
 small piece of suede leather

This vise will last a very long time. As an engraver progresses in his business or hobby he can upgrade his tools to suit his special needs. There is definitely a place for the mechanical assist hand held devices for production work. The expensive and some of the "mini jackhammers". This machine gets in between the labor rate diminishes the laborers fault, as this revolution. anything a new engraver 2019 are easy and fair. The hammer is chisel economical, and authentic.

Unnecessary overhead will kill your engraving business. If engraving is a mere hobby then spend the big bucks. If engraving is a lifestyle and profession know that unnecessary overhead smothers profits. A profession is serious business and profit is necessary like any other business. ALLOW PROFITS TO UPGRADE YOUR TOOLS.

old bowling ball cut in half on a band saw expensive and some engravers make their own drill press vise “mini jackhammers”. Know that when when a

4 lag bolts to secure vise ontoThis vise will labor rate diminishes. Not this engraver/
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This vise will last a very long time. As an Amazon used or new, and returns these days in engraver progresses in his business or hobby 2019 are easy and fair.

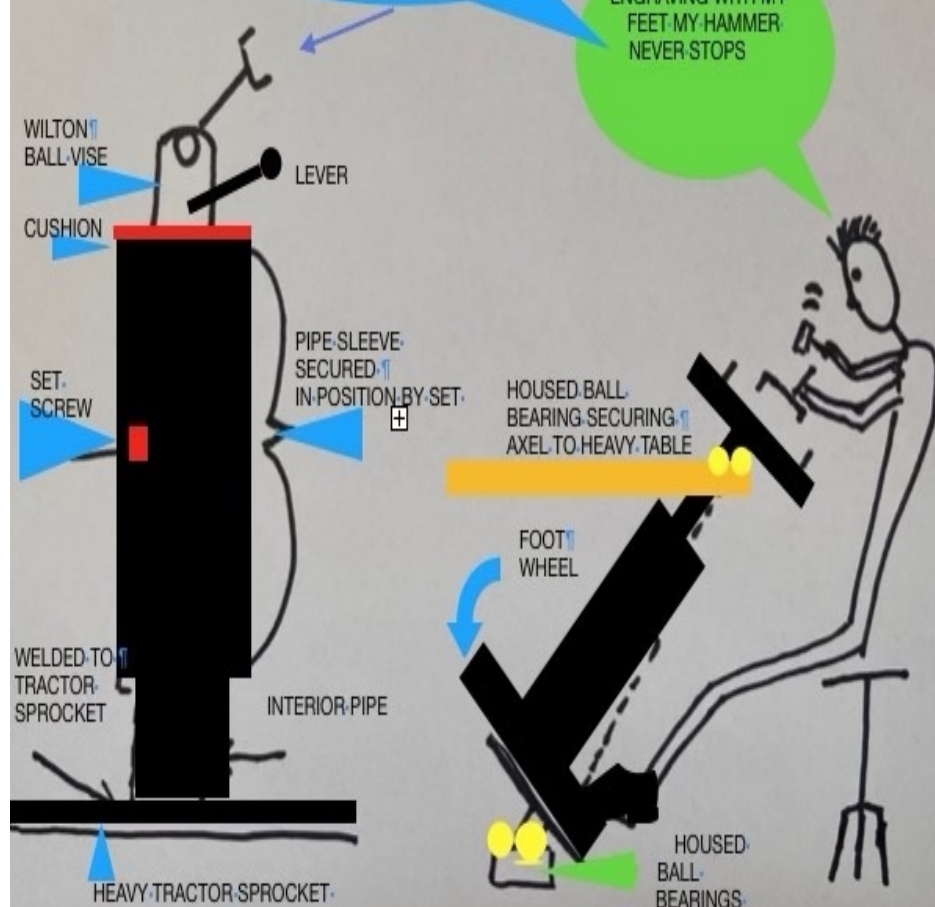
needs. There is definitely a place for the economical, and authentic.

POST VISE SETUP

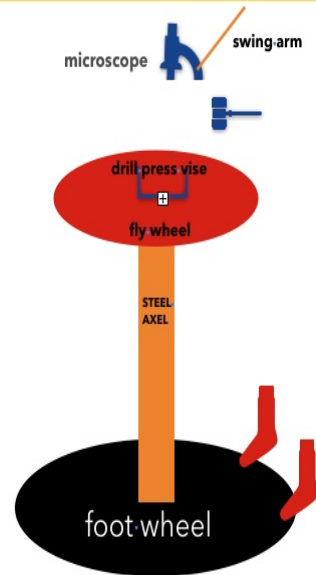
ROTARY VISE SETUP

WITH THIS SETUP I CAN
ENGRAVE SITTING DOWN OR
STANDING UP. I CAN ENGRAVE
ANY LARGE OBJECT WITH EASE.

ENGRAVING WITH MY
FEET MY HAMMER
NEVER STOPS



Engravers using microscope do not angle the axel.[¶]
Engravers not using microscope may angle the axel
toward the face to limit neck strain.



A sixty-pound wheel attached to a rotating shaft, smooths out power from the foot wheel to the engraver's vise. The weight of the flywheel steadies the turning of the vise. The engraver's speed and output is increased and his or her skill set is leveraged. Yet the engraver remains true to authenticity with his/her hammer and chisel.[¶]

[¶]

SOURCE: Flywheel.[¶]The Merriam-Webster.com Dictionary/Merriam-Webster, Inc.[¶]

<https://www.merriam-webster.com/dictionary/flywheel>. Accessed 3 December 2019.

Purchasing the necessary tools are unavoidable overhead. A general rule is to buy the best tools that last longer because tools produce income and can pay for themselves.

Sometimes the best tools are custom made locally by your welding shop or mechanic. The engraver can create hammer handles and graver handles that last a lifetime.

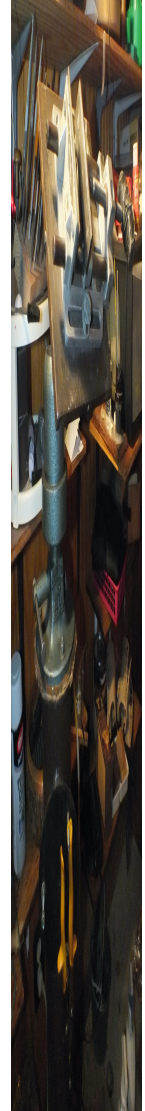
Quality tools need not be replaced as often because they take longer to wear out. Low-quality tools can be expensive because they wear out sooner and must be replaced more often.

On the right is pictured the authors heavy Wilton vise bolted to the top of a heavy steel tube in a sleeve with a set screw. The interior of the smaller pipe slides up and down.

The work can be adjusted so it is directly in front of the engraver 's face while sitting.

The engraver can stand up so that his entire body can be maneuvered around the work as he is engraving.

This setup amazed my instructor Lynton McKenzie when I demonstrated how cumbersome gun barrels can be engraved without bending the body over a vise in the way that a dentist bends himself over a patient. In addition, the variable positions help to relieve biomechanic stress.



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Demonstrating the flexibility of
the Winton adjustable post vise.

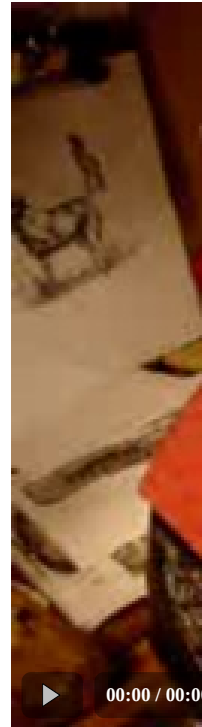
Image.

This section is about the Potter's Wheel Vise. Bill Mains, an engraver friendly to the author, invented this vise. He called it the rotary vise. Since Main's term can be confused with other mechanical tools your author will refer to Main's invention as the Potter's Wheel Vise. This vise speeds up the engravers work without loss of quality.

The Potter's Wheel Vise is my secrete weapon to compete with other engravers. An age old problem with the jewelers ball vise requires that the engraver must stop engraving every time he finishes an arc. He then must turn the vise with hammer and chisel stilled in the hand so he can cut another arc to complete the circle or pattern.

Engraver Bill Main's innovative setup clip is on the right. This setup allows the engraver to engrave without pausing. A long axel extending from the drill press vise table to a foot wheel a few inches above the floor. This allows the engraver's feet to turn the bottom wheel and the attached upper table/flywheel holding the drill press vise. This way the engraver's hands are then free to hammer away nonstop.

If the engraver employs a microscope over the drill press vise the axel can be 90 degrees to the floor. If the engraver uses the OptiVisor headset, the axel is at a slant pointing toward the the head. The relieves the stress on the neck.



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Demonstrating the speed of the
rotary vise.

Video.

the drill press
: If the engraver
slant pointing
s on the neck.

Your author sketched three images on the right that will be supplemented with a video in the next Book. The concept is that we use the coarse wheels the bench grinder to remove sections that we do not want. Limiting the area to be sharpened makes the sharpening task easier. Note that a square tool blank tipped on its end is a diamond shape. Remember, the top half one half inch is removed as a convenience for sharpening.

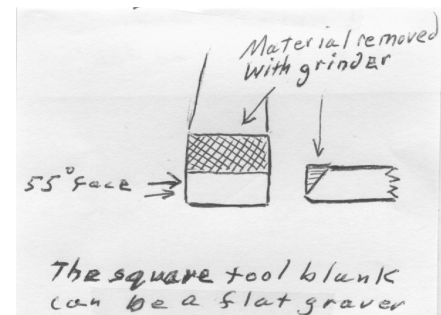
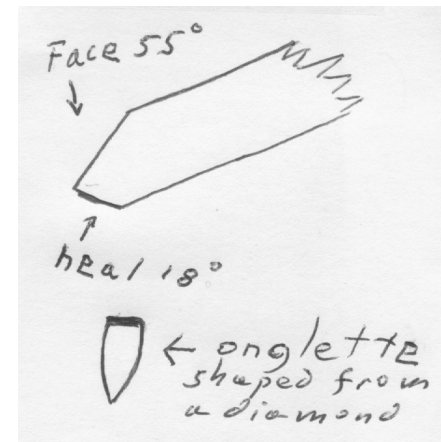
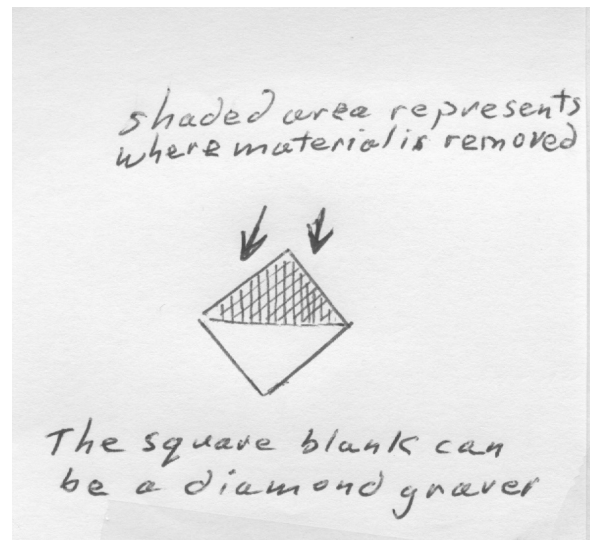
The second sketch shows the geometry of the diamond graver. The 55 degree face is stronger than the usual 45 degree face used by jewelers. The 18 degree heal gives the engraver more lift than the 15 degree angle others may commonly use. The heal can only be no more than 1/32 of an inch long. Note that the onglette shape can easily be manufactured from a bit more shaping of the diamond shaped chisel by merely smoothing off the corners.

The third sketch shows where to remove metal from the square tool blank to form a flat chisel. Flat chisels are used to remove backgrounds for relief work. Very efficient engravers use only a flat chisel to do everything. The effort to learn this is worthwhile. The flat chisel is really two diamond chisels on each side of the flat bit sharpened once for both sides! These types of efficiencies are so very important if engraving is your livelihood.

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HSS & Cobalt HSS Ground Square Tool Bits



MO-MAX

Chicago-Latrobe

With 10° Beveled Ends

Mo-Max M2 HSS - Ground for general purpose. Works extremely well on mild steel, alloys and tool steels; tool bit is also an excellent finishing tool.

Mo-Max M42 Cobalt HSS - For High Volume Machining and Cutting - runs well at higher speeds and feeds.

Cobalt M34 - Ground for heavy cuts on castings and forgings. A T-4 type of tungsten HSS which can withstand higher heat than M-2 type. Improved red hardness.

Super Mo-Max M42 Cobalt HSS - Special Heat Treated M42. For use on High Tensile Strength and Heat-resistant Materials.

Super M43 Cobalt HSS - A superior type HSS which will work better where high heat is present. Used for heavy cuts in hard materials.

Super Cle-Max T15 Cobalt HSS - For all types of machining and will withstand intermittent cuts - Heat Treated Steels, Hard Cast Iron, Cast Steels, Brass, Aluminum and Plastics. Can be used at 15 to 20% faster speeds. Cle-Max Cobalt is Made From Particle Metallurgy T15 Steel

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by Shaded Price



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Cleveland	Pkg. Qty.	Chicago-Latrobe	Pkg. Qty.
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3/16 - 7/16"	5	7/16"	6
5/8 - 7/8"	2	5/8 - 7/8"	2
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31.99	82605247 34.64	71096242 43.53
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99.08		71096408 129.37
143.06		71096481 198.03
237.18		
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665.60		



Buy the best from MSC Industrial Supply, 1/8" tool steel blank bits that you can afford, a cheap grinder, and a AA graver sharpener fixture and sharpening stones. If its in the budget buy a GRS sharpening fixture and hone for about \$800.00 in circa 2019.

The more expensive the 1/8" tool steel blanks, the less time sharpening and more work done faster.



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Graver Starter Kit

Item#: 64-601

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Description

[Reviews](#)

[Specification](#)

[User Documentation](#)

[Video](#)

Includes all gravers you will need to start setting stones and even texturing. Kit consists of gravers and hardwood handles, Norton brand sharpening stone and oil included with the set of 2 onilet gravers, 2 flat gravers, 1 knife, square, round gravers.

You May Also Need



GRS 004-670 Graver
Handle (Set Of 3)



Muller Carbon Steel
Flat Graver #36
Out of stock



Long Mushroom Cut
Graver



Long Mushroom
Graver Handle

If a student wants to have a fast start engraving softer metals, we would well consider the above kit and sharpening system, the lower cost sharpening system shown on the following page.


Graver Starter Kit

Item#: 64-601


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You May Also Need




GRS 004-670 Graver Handle (Set Of 3)



Muller Carbon Steel Flat Graver #36
Out of stock



Long Mushroom Cut Graver



Long Mushroom Graver Handle

[Reviews](#) [Specification](#) [User Documentation](#) [Video](#)

It need to start setting stones and even texturing. Kit consists of gravers and hardwood sharpening stone and oil included with the set of 2 onilet gravers, 2 flat gravers, 1 knife, square,

If you want to have a fast start engraving softer metals than gun steel he/she may consider the above kit and sharpening system, the long mushroom handles and the cost sharpening system shown on the following page used by many engravers.



A&A Graver Sharpener

Item#: 64-911

★★★★★ [Be the first to review this product](#)

Adjustable Angle Yes

[Sign up for price alert](#)

1 Each of 1 @ \$6.50 = \$6.50

[Add to Cart](#)

You May Also Need



E.F.B. Graver Set of Six
Out of stock



Muller Carbon Steel Knife Graver #0
Out of stock



Muller High Speed Steel Flat Graver #36
Out of stock



Graver Starter Kit
Out of stock



[Description](#)

[Reviews](#)

[Specification](#)

[User Documentation](#)

[Video](#)

I believe this simple sharpener will produce a 45 degree and a 15 degree angle heel. Check with A&A before on an acceptable tool geometry. A 18 degree heal and a55 much stronger and preferable. We want to try and limit breakage.



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Out of stockMuller Carbon Steel
Knife Graver #0**Out of stock**Muller High Speed
Steel Flat Graver #36**Out of stock**

Graver Starter Kit

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I believe this simple sharpener will produce a 45 degree angle face and a 15 degree angle heel. Check with A&A before ordering. This is an acceptable tool geometry. A 18 degree heel and a 55 degree face is much stronger and preferable. We want to try and limit tool tip breakage.

For your bench. At your side.

Explore: [Products](#) [Articles & Videos](#) [Safety Data Sheets](#)

Results 1-9 of 9 for power hone Best Match

Categories	Tools & Equipment	(8)
Rating	<input type="checkbox"/> ★★★★★ (1) <input type="checkbox"/> ★★ (1)	
Features	<input type="checkbox"/> Country of Origin USA (8) <input type="checkbox"/> Clearance (1)	

 GRS® Apex Complete Sharpening System, 220-Volt Item: 118976229 \$1,273.00 individually	 Aluminum Wheel Blank, 5" Item: 118445 \$30.20 individually	 Gardon Valorbe® by Syen-Set EnSharp™ Sharpener with 600-Grit Diamond Wheel Item: 118524 \$687.00 individually
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Rio Grande is a fine company that has a catalog that you will enjoy. They host various classes every year. Different precision electric hone brands are available. Your engraver/author's electric hone lasted for 20 years. Rio Grande has a nice variety of hammers and handles for gravers.

Buyer Beware: Some small business people offer very high priced hammers that are not better than the others.

GRS POWER HONE -- 110V, 60Hz 2 WHEELS AND HOLDER USED AND WORKING CONDITION

Item Information
 Condition:
 Pre-owned

"USED AND WORKING CONDITION"

Price:

US \$899.00

\$38 for 24 months

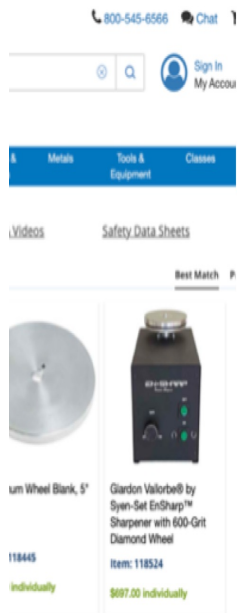
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Supplies

T an electric hone was offered on E-Bay deals quality
 Dec. 9, 2019

Used specialty tools are hard





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Buy

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 quality manufacturers.

Used specialty tools are har



Thinking back to the hundreds of engravings I did, one complained that my work looked awful under a microscope. Master Engraver Lynton McKenzie employed a microscope, so why shouldn't I?

I could not understand how an engraver could use a microscope for large objects like gun barrels and Ford Davidson gas tanks. I have used a 2.5x OptiVisor 10 years as a student and full time engraver.

Using the OptiVisor I can look down at a 30 degree angle to my tilted vise avoiding neck pain. I can also choose to look straight ahead onto the work right in front of my face straight on with the Wilton vise. Although engravers I know are very pleased with their microscopes, the microscope cannot be used in an efficient manner on a long gun barrel to my knowledge.

Why use a microscope when it slows me down? I can notice that The Metropolitan Museum of Art or the Smithsonian staff are handing out magnifying glasses to their visitors. Each individual engraver must know his customers and adjust accordingly. The customers rule.

Jewelry engravers have a better use for the microscope. Magnification of jewelry is generally available at the time of sale these days. This means that a microscope for jewelry is probably more important for smaller items that receive engraving. AA Jewelry Supply at times has had on new microscopes.



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Giving consideration to what sort of magnification I was going to use was directly related to what I was engraving. At first, most of my work involved restoration. Guns get rusty and the gunsmith polishes off the engraving. Bingo. Money. My market.

My job was replacing the engraving for the gunsmiths at LeFever Arms. The proven method was for my techniques were to be the same as the original engraver. A few of engravings received were engraved as if from the 1600s.

Since most restoration engraving was needed for guns engraved before WWII, and knowing of no one in that era who engraved used a microscope for magnification, a microscope for my work would not have made sense and slowed my pace.

A microscope would make my engraving unauthentic restoration work. After studying so many engravings from the past under magnification, I noticed some minor roughness in the cuts. I asked my teachers about microscopes. They responded, "Who in a museum or the field looks at an engraving under magnification?" said, "Nobody".

Bob Maki from the engraving school, and Lynton McKenzie, used a microscope. Bill Mains one of the best engravers of the 20th century and Ray Viramont thought the microscope to be unnecessary. They used the OptiVisor. All my tools must be authentic for proper restorations. A microscope for engraving work is okay.



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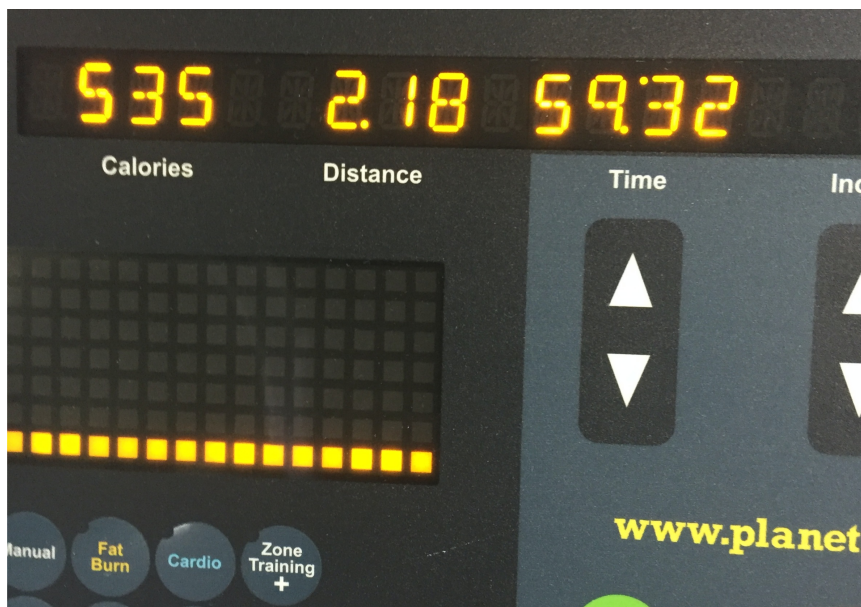




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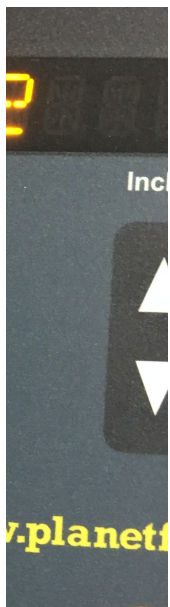
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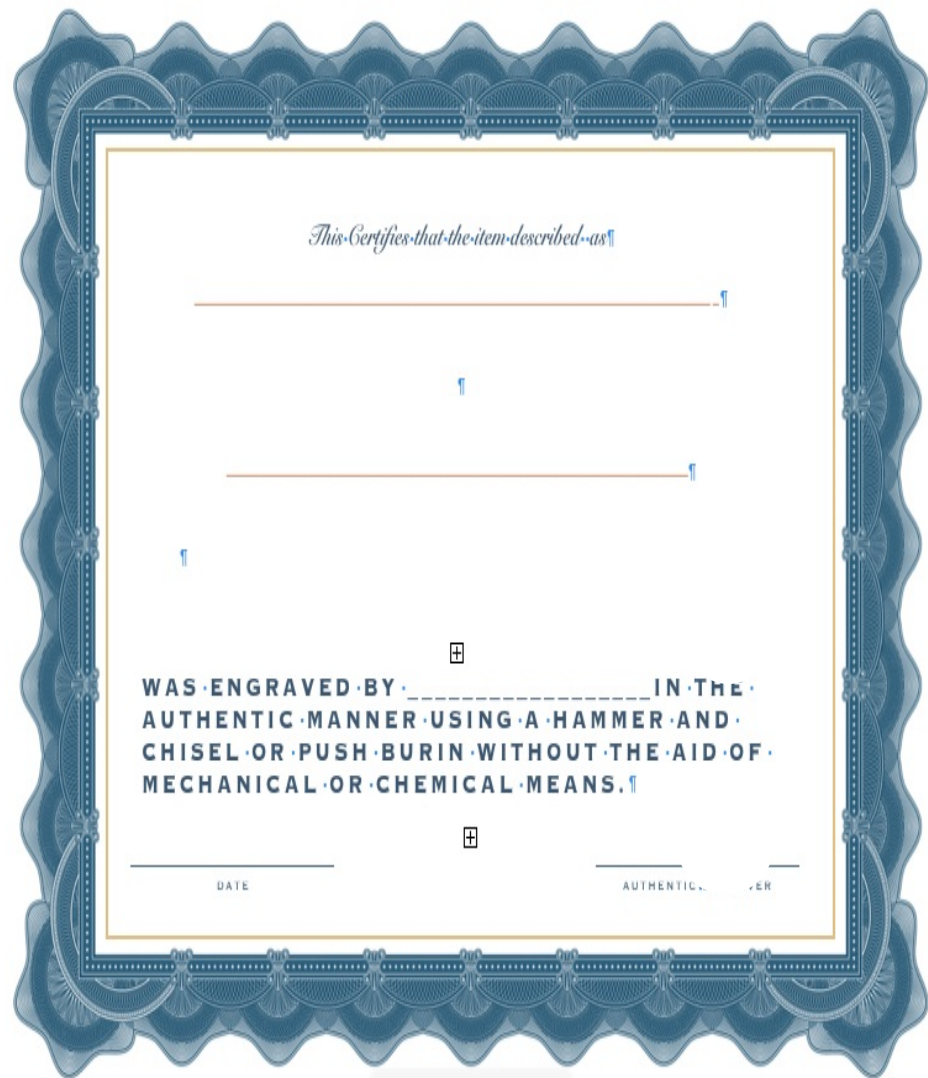


Note that your author references biomechanic stress. Why? Your body is a tool. If we don't take care of our tools they break, need repair, or must be permanently put out of commission.

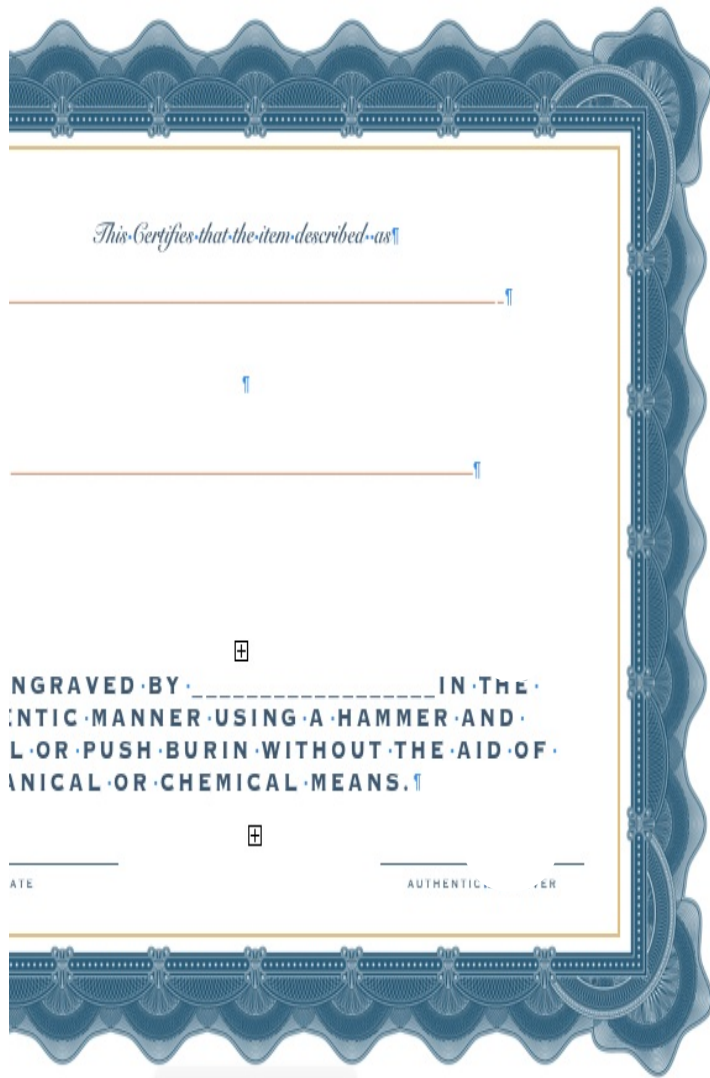
Body type is a factor. Master Engraver Bill Mains has sadly left us. He was real, deferential, yet had a body tough as nails. Main's hands are large, his rounded shoulders and muscular. I believe he was traveling to The Grand American Trapshooting Event in Illinois into his 70's. Bill Mains engraved guns as the owners stood by to watch.

Warning. Note that I am not an MD. Check with your own doctor. Besides having a back on your engraving chair, the following exercises pictured on the left are very important according to my physiatrist . Top Image: My MD, physiatry specialist tells me this helps to prevent tennis elbow: The hand/elbow stretch image should be held 20 seconds several times a day. Please do not be too worried about tennis elbow unless you foolishly plan to engrave over 12 hours a day. Your author is approaching age 70, 5'5', weighing 155 lbs, with a small to medium muscular-skeletal build. He is a little old man who outpaces the college kids at Planet Fitness where he works out, twice a day, five days a week. Keep all your machines well oiled. Note that your engraver/author has suffered from tendonitis since he was in elementary school. The hammer is not damaging.

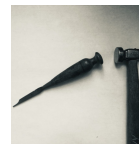




The above is offered to authentic engravers who work. As the engraver's reputation increases this Authenticity and provenance drives the price that Similar certificates are offered by engraving schools in I



The above is offered to authentic engravers who wish to verify the value of their work. As the engraver's reputation increases this certificate proves provenance. Authenticity and provenance drives the price that collectors are willing to pay. Similar certificates are offered by engraving schools in Italy.



A Strategy For Success

Becoming successful as an artist with a rare skill is easier in the 21st Century than in the 20th. You have access to a specific skill set but in general there are distinct and powerful advantages. There are millions that are competing against you as a worthwhile artist who deserves to be successful. It can be a brutal world of competition. The good news is that you as an engraver have a rare skill set and your jealous competitors and their customers will seek you out for your rare art.

Part 1 There are many things an artist can do to be successful.

1.) First of all forget about selling. Selling is 20th century. Sales tools like advertising and social media can be nurtured by solving a problem and taking away pain. Perhaps related to his restaurant's theme. In my case as a restoration engraver I rest specialized skill sets brought the condition of valuable collectibles way beyond what they were in. I took away the pain of poor condition.

2.) Formal art galleries in major cities are a nonstarter for most of us. The art world is a small town. It is ideal if a customer changes into a friend who happens to be a friend works almost every-time it is tried. One could attend an art show and connect.

If you are a fine art copperplate engraver a fine printer you use may direct a network in your favor of a referral at the first opportunity. This is how you develop a network. You must be grounded on your ability to create and please your target market while targeting a market.

3.) If street traffic is substantial at a sidewalk art show, it can be profitable to sell. The key is to not just sit there and look pretty but to get eye contact, initiate conversation, and sell your work. Find out what potential customers want and decide if that is a desirable product. I do a good day by fervently making horseshoe nail rings for a few dollars each but it took time and experience to get at that level of greatness. My impressive engravings. Other customers come to him via a beautiful website.

4.) A single page website for eight dollars a month and a free blog that you update every week is a very effective. If it is in your budget your own store at the big box store synchronized with your website and blog.

5.) For a bit you may be frustrated in not making money right away. Work will come. You have passion for your work. Work your heart out. Produce your artwork. Looking for more customers no matter how busy you are. As your demand in customers to walk away unless they are influential.

6.) Finally, differentiate yourself from the others. Pick up that hammer and chisel.

RESOURCES:

Authentic Engraving Of Guns And Other Collectibles, VOL. I,
by the author.

For extensive and FREE lessons email Steve at : **AcademyOfA**

g Of Guns And Other Collectibles, VOL. I, II. III not yet published, hand bound

REE lessons email Steve at : **AcademyOfAAEngraving@gmail.com**